

The Idaho Real Estate Commission Presents



A fun, informative, and practical workshop designed for real estate office trainers, certified real estate instructors, or ANY-ONE who wants to improve their presentation and training skills.

Includes the 2005 Continuing Education Core Program

May 24-25, 2005

Hilton Garden Inn, 7699 W Spectrum
Boise, Idaho

CE Credit
Approved

Register Early! Limited Availability

Tuesday, May 24, 2005

8:00 am to 12:00 pm Instructor Development Workshop

by **DEBORAH LONG, Ed.D., DREI**



Deborah is a veteran educator in the real estate industry. A real estate broker for over 25 years, she is also a licensed instructor in over ten states. In addition to four college degrees including a doctorate, Deborah is GRI and CRS as well as a DREI, one of approximately 125 such teachers in the U.S. In 2001, she was recognized as North Carolina's Educator of the Year.

Course topics will cover learning styles, Appropriate use of the overhead projector, Appropriate use of the technology/classroom equipment, Instructor dress, body language, and speech, and Teaching Strategies.

1:00 pm to 5:00 pm CE CORE Program

Real Estate Hot Topics

DOUG MARFICE practices law in North Idaho and Eastern Washington with the law firm of Ramsden & Lyons, specializing in commercial and insurance defense litigation. Doug teaches Real Estate Law courses and makes regular risk reduction presentations for real estate professionals.

Doug will cover sex offender registry, disclosure, insurance, multiple offers, lead paint/radon effect on FHA financing, Stigmatized property, PSA Seller's confirmation, National Credit Bureau opt outs, Census Bureau web site for demographics.

DR. VINCENT KITUKU, an adjunct professor at Boise State University and professional speaker, is one of the most sought after keynote speakers and business trainers. Dr. Kituku also is a Certified Speaking Professional (CSP), the highest designation for speakers awarded by the International Federation for Professional Speakers.

Dr. Kituku will cover Basics of Living and Working With Cultural Diversity. There are basic cultural dynamics that drive spending power in communities. Understanding those basics is critical for business viability, especially in the housing sector in fast changing rural and urban areas. Participants will be introduced to how different cultural practices, stereotypes and perceptions affect relationships and business transactions.

Legislative Update

MARK SNODGRASS is an Idaho State Representative from District 20, an economics instructor in the Meridian School District, and a licensed real estate salesperson.

Mark will be covering the latest legislative changes that affect the real estate industry from the 2005 Legislative session.

Case Law

JUSTIN MAY practices law in the Boise area with the law firm of May, Sudweeks & Browning, LLP, and is a certified Real Estate Law instructor.

Justin will discuss the most recent legal cases in real estate.

5:00 pm to 5:30 pm CE CORE Exam

5:30 pm No-Host Networking Reception at Hilton Garden Inn

Wednesday, May 25, 2005

8:00 am to 5:00 pm Instructor Development Workshop

by Deborah Long, Ed.D., DREI

Course continued from day before covering learning styles, Appropriate use of the overhead projector, Appropriate use of the technology/classroom equipment, Instructor dress, body language, and speech, and Teaching Strategies.

12:00 pm to 1:30 pm Luncheon-Round Table Discussion

- Measuring Success of Module 1 and 2
- Sharing innovative Instruction ideas
- Course Development ideas
- CE Missing Links
- Broker Prelicense Missing Links

*Train the Trainer Workshop
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2005 TRAIN THE TRAINER REGISTRATION

Name		License # or SSN
Mailing Address		
City	State	Zip
Phone	Fax	
E-mail		

Check one: ☐ Certified Real Estate Instructor ☐ Prospective Real Estate Instructor
☐ Sales/Office Trainer ☐ School Administrator
☐ Other: _____

\$120 registration fee (\$150 if received after April 25) Register online at www.irec.idaho.gov, or mail completed form and fee payable to:

Idaho Real Estate Commission
PO Box 83720
Boise ID 83720-0077
(208)334-3285 ext. 226

**Register
Online !**

Registration- Registration fee is \$120, or \$150 if received after April 25. SEATING IS LIMITED so send your registration in early! Registration will be confirmed upon receipt of registration fee. Your fee includes course materials, refreshment breaks, and lunch both days!

Credit-Approved for 4 Core and 12 CE elective hours. 100% attendance is mandatory for CE credit or for instructor renewal credit. Current certified instructors who wish to become certified to teach the Continuing Education Core Course must complete this course and pass the exam.

Refund Policy-If written notification of registration cancellation is received in the Commission office at least five (5) working days before the seminar commencement date, the registration fee, less cost of materials received, may be refunded. No refund will be made due to Nonattendance. In the unlikely event any seminar is cancelled, a full refund will be made to all registrants. Please advise the Commission at least three (3) working days prior to the workshop of any individuals with disabilities needing accomodation.

Hotel Info-A block of rooms have been reserved at the Hilton Garden Inn at the of \$99 per night for reservations made by May 1, 2005. To make reservations, contact the Hllton Garden Inn at (208)376-1000 and let them know you are attending the Real Estate Commission's Train the Trainer Workshop. Directions: The Hilton Garden Inn is located at 7699 West Spectrum St, Boise by Edward's Theatre in the Boise Spectrum mall. Going west, take I-84 to exit 50B. Take Cole Rd, crossing Overland. Turn Right on Spectrum st. Going east, take exit 50B and keep left. Parking is available on site.

Costs associated with this publication are available from the Idaho Real Estate Commission in accordance with section 60-202, I.C. March 2005/160/429

IDAHO REAL ESTATE COMMISSION
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